

BPEJ62MA

PROMOTION : 601270 DORAL B2G1F W/CPN-SEPT
DRIVE PERIOD: 60900

R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTION
PARTNERS SUMMARY REPORT

NO OF ACCOUNTS	SKUS	TOTAL ACCRUAL OFFERS	SKUS	TOTAL ADDITIONAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION					584	87,600
VAP						
CHAIN	1,250	2,005	40,100			
INDEPENDENTS	988	1,558	31,160			
VAP TOTAL	2,238	3,563	71,260			
NON-VAP						
CHAIN	50	63	1,260			
INDEPENDENTS	113	148	2,960			
NON-VAP TOTAL	163	211	4,220			
TOTAL CHAINS	1,300	2,068	41,360			
TOTAL INDEPENDENTS	1,101	1,706	34,120		TOT COMMITTED:	75,480
TOTAL ACCOUNTS	2,401	3,774	75,480		TOT REMAINING:	12,120

= 4380 Accts

3774

606

W. Faxon

VAP = 3875 X 20.

77,500

No
Residual

51861 9505

VAP POSTING: DORAL B2G1F / #601270			(87,600 OFFERS @20/SKU)		
POST DATE	#/SKUs	#/OFFERS	CASES TRANSFERRED		
			ROU	TO 1610	FROM 1610
		0	11XX	18	21
		0	12XX	3	3
		0	13XX	5	1
		0	17XX	18	11
		0	29XX	0	0
		0	67XX	0	0
	0	0	TOTALS	44	36
			Posted		
		0			
		0			
		0			
		0			
VAP	146	87600			
	146	87600			
VAP/OTHER	146	87600			

21

SEPTEMBER TRANSFERS / DORAL B2G1F #601270 (BPE)

51861 9507

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

07/25/96 03:07 PM

NEXT-FN :

SALES LEVEL:	16 BUFFALO REGIO	DORAL	DORAL	DORAL	DORAL
PROMOTION	: 601270	FULL	LIGHT	FF	LIGHT
PERIOD	: 609-00	FLAVOR	B1G1F	100	100
		B1G1F		B1G1F	B1G1F
	ALLOCATION:	154	154	154	154
SALES LEVEL	AVAILABLE :	154	154	154	154

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn Main

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